

Library Speed Networking

Based on the popular speed dating format, you are invited to participate in this fun, simple way to connect with other library professionals.

How this will work

1. Take a seat and work on your pitch. We've provided a template, but feel free to make it your own.
2. The first round starts with the ringing of a bell. You and your partner (sitting across from you) will each have 90 seconds to give your pitches. If time for follow up allows, ask questions. Otherwise, write it down to follow up during open networking or after the session.
3. At the sound of the bell, the round ends, and everyone will rotate as shown in the diagram below. Lucky networker #1 stays put, and everyone else rotates one seat to their left.
4. As soon as you're seated, you and your new partner start round two!
5. Repeat!

Starting Position



Rotating Seats



Second Position



Your Pitch!

Hello, my name is _____, I'm _____ at _____

Name

Title/position

_____, I'm here today to _____

Organization

Goals for attending session (see prompts)

I welcome any thoughts/advice/questions on this matter. I may be contacted by _____

Circle one

Preferred contact method

(This is a great time for your business card). Thank you for your time. I look forward to hearing from you.

• _____
Additional conversation points/other things to mention

• _____
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• _____

• _____

Prompts to help you express your goals for networking

- A recent professional accomplishment
 - Launched a new program
 - Successfully completed a new project
- A professional challenge you need help with
 - Advice on implementing a task with limited staffing and/or funding
 - Seeking advice on new software, vendor or professional services
 - Seeking ideas on innovative programming
- Your professional development or career goals
 - Improve soft skills such as public speaking
 - Seeking new employment opportunities
 - Guidance on continuing education

Tips for success

- Have your introductory pitch ready (and keep refining).
- Keep it memorable and concise.
- Prepare to speak and listen. Remember networking is a two way street.
- Be respectful. Even if person's experience doesn't seem relevant, you never know where a conversation may lead.
- Have your business cards ready.
- Don't be afraid to take notes and follow up with someone you meet.
- **Continue the conversation during the rest of the meeting and beyond!**

More resources

- Speed Networking (Wikipedia)
en.wikipedia.org/wiki/Speed_networking
Gives an good overview of Speed Networking and its different variations
- NCACPA.org
www.ncacpa.org/wp-content/uploads/2014/04/Speed-Networking-Event-How-to.pdf
North Carolina based CPA association giving general guidelines on how to plan an event.
- Three Steps to Speed Networking
www.medill.northwestern.edu/pdf/jobsearch_speednetworking.pdf
- Fast Company
www.fastcompany.com/3015824/dialed/confessions-of-a-speed-networking-virgin
A recent article about speed networking from a more informal perspective.
- Your local Chamber of Commerce. Check to see when Speed Networking events are held and for a contact.

Questions?

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Notes:

Round	Name	Networking Goal	Contact Info
1			
2			
3			
4			
5			
6			
7			

Notes:

Round	Name	Networking Goal	Contact Info
8			
9			
10			
11			
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